
DISAM Presents Foreign Purchaser Course and Senior Executive Seminar in Taipei, Taiwan



The DISAM team presents a plaque of appreciation to Major General Chi-Lin Wang, Deputy Director of Procurement, Ministry of National Defense. Pictured left to right are Colonel Barry Pai-Len Hsiung, Deputy Chief Director of the Defense Management Education Center, Major Joanne Hawkins, Bob Hanseman, Major General Wang, Greg Sutton and Tom Dop.

DISAM members Robert Hanseman, Tom Dop, Major Joanne Hawkins, USA and Greg Sutton traveled to Taipei, Taiwan to teach three courses from 15-24 February 2000. The courses included the basic Foreign Purchaser Course (SAM-F), the Executive Option, and the Executive Seminar. A total of 100 students were taught in the three classes. All classes were conducted at the Taiwan National Defense Management College in Taipei. Colonel Barry Pai-Len Hsiung, Ph.D., Deputy Chief Director, Defense Management Education Center was responsible for coordination of the visit and made the arrangements to insure the success of the classes as well as the comfort of the team members. He not only provided an excellent academic environment but arranged social events and weekend trips that bettered the team's understanding of Taiwan. From the American Institute in Taiwan (AIT), Dick Ames, Jerry Everett and Melissa Dockstader played key roles in assuring the successful visit by DISAM. Colonel Cheng of the Taiwan Economic and Cultural Representative Office (TECRO) in Washington D.C. also lent his considerable support in arranging for the visit.

DISAM had sent the English version of the PowerPoint slides in advance of the class start. The slides were translated into Chinese and projected side by side with the English version on screens in front of the class. The students also received paper copies of all slides in English and Chinese. This helped tremendously to insure that the ideas presented in the class were communicated correctly.

The Executive Seminar consisted of thirty flag officers of the military forces of Taiwan. For this class, Major General Chi-Lin Wang, a graduate of DISAM's SAM-F resident course, provided the translation of the lectures into Chinese.



Professor Bob Hanseman presents a DISAM mug to Colonel James Tsung-Cheng Wang, Taiwan Air Force, in appreciation for coordinating the Foreign Purchaser and Foreign Executive courses at the Taiwan National Defense Management College.

Based on DISAM observation and student feedback, the courses appeared to have satisfied the educational objectives of providing students (including very senior level officers) with an introduction to policies and procedures associated with the U.S. security assistance programs. There were many excellent questions asked and we hope good answers provided. After the first day the unique relationship between the U.S. government, the American Institute on Taiwan and the Taiwan Economic and Cultural Representative Office was understood by the students, and basic security assistance topics were discussed within this framework. DISAM constantly emphasized the need to involve AIT in their program and that AIT was their in-country contact point for security assistance.



Over 30 general officers from the procurement, logistics and financial branches of the Ministry of National Defense attended a 3-hour overview of the foreign military sales program. Pictured here are the attendees with the DISAM team and representatives from the American Institute in Taiwan.